



Solicitation Information

January 30th, 2004

RFP #: B03369

TITLE: **BUCKET TRUCK**

Submission Deadline: 10:30 EST, Wednesday, February 25th, 2004.

PRE-BID/ PROPOSAL CONFERENCE: No

Date:

Time:

Mandatory:

Location:

Questions concerning this solicitation may be e-mailed to the Division of Purchases at questions@purchasing.state.ri.us no later than 12 PM EST, Friday, February 20th, 2004.

Please reference RFP # B03369 on all correspondence. Any questions received will be answered and posted on the Internet as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

SURETY REQUIRED: No

BOND REQUIRED: No

Jerome D. Moynihan, C.P.M, CPPO
Administrator of Purchasing Systems

Bidders must register on-line at the State Purchasing Website at www.purchasing.ri.gov.

NOTE TO BIDDERS:

Offers received without the entire completed three-page RIVIP Generated Bidder Certification Form attached may result in disqualification.

THIS PAGE IS NOT A STATE CERTIFICATION FORM

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I. OVERVIEW OF RFP PROCESS

A. STATEMENT OF PURPOSE

The State of Rhode Island would like to invite your company to respond to this Request For Proposal (RFP) to supply the Department of Transportation with a Bucket Truck.

In accordance with the State's General Terms and Conditions, this RFP is being initiated as part of a larger cost reduction initiative to fully leverage Rhode Island's spending and best purchasing practices to institute relationships with vendors that optimize quality, service and pricing to the State. This initiative should also result in more disciplined contract purchasing on the part of all Rhode Island departments, agencies and institutions of higher education, with adherence to the vendors and products selected during the course of this process.

B. PROPOSAL FORMAT

The Rhode Island Department of Administration (DOA), Division of Purchases, on behalf of the Rhode Island Department of Transportation, is soliciting proposals from qualified firms to provide a Bucket Truck under a statewide contract, as described elsewhere herein, and in accordance with the terms of this RFP and the State's General Conditions of Purchase, which is available on the internet at www.purchasing.ri.gov. This is a Request for Proposal(s) (RFP), not an Invitation for Bid. In addition to price, responses will be evaluated on the basis of the relative merits of the proposal. There will be no public opening and reading responses received pursuant to this RFP, other than to name those Bidders who have submitted proposals.

C. RFP DEFINITIONS

Whenever the following terms are used in this document, the definitions below should be used for interpretation:

C.1 "THE STATE" or "RHODE ISLAND": The State of Rhode Island and Providence Plantations, and all associated departments, agencies and institutions of higher education unless otherwise explicitly listed as included or excluded. The issuing agency, the Department of Administration (DOA), will administer the contract on behalf of all contract users across Rhode Island.

C.2 "BIDDER": Any individual, company, or corporation formally submitting a proposal for the products or services being requested, acting directly or through a duly authorized representative.

C.3 "CONTRACT": Any written agreement between a bidder and the State for the purchase of a product or service, including any contracts issued at the conclusion of this RFP process.

C.4 "CONTRACTOR": Any individual, company, or corporation that has been awarded a contract by the State of Rhode Island following this RFP process.

C.5 “CONTRACT USERS”: All State departments, agencies, institutions of higher education, other designated public bodies and other entities (e.g., municipalities and school districts) authorized to utilize State of Rhode Island contract pricing.

C.6 “PROPOSAL”: The complete response of the Bidder(s) submitted on the approved forms offering prices and service levels for performing the work or supplying the material or equipment described in the specifications set forth herein.

D. SCOPE OF PROPOSAL

This Request For Proposal(s) (RFP) includes expenditures on the Bucket Truck as well as all associated options, and warranties.

E. PROCESS FOR EVALUATING PROPOSAL

Please read through all sections of the RFP carefully and provide the information as requested. Details for preparing your proposal are provided in RFP Section II “Instructions for Responding to This Proposal”. The overall criteria that will be used to evaluate your proposal are as follows:

E.1 Evaluation Criteria: The State will commission a Category Evaluation Team composed of Rhode Island purchasing agents and, where applicable, a selection of key category end-users from across Rhode Island government bodies that will review and score all proposals using the following criteria:

Element	Weighting (out of 100 points)
Pricing – Vehicle Acquisition Cost	80 points
Additional Discounts and Rebates	10 points
Technical Proposal	5 points
Experience in serving state government clients	5 points

If determined in writing by the Chief Purchasing Officer that it is in the best interest of the State, this Request for Proposal(s) may be cancelled or all offers rejected, and all submitted Bidder proposals may be rejected. [Rhode Island Purchasing Law 37-2-23].

E.2 Selection: The Category Evaluation Team will present written findings, including the results of all evaluations and negotiations, to the Chief Procurement Officer, who will make the final selection for this requirement.

Notwithstanding the above, in accordance with the State’s General Terms and Conditions the State reserves the right to accept or reject any proposal, to award on the basis of cost alone, to conduct additional negotiations, and to act in the best interest of taxpayers and end users.

E.3 Award: This RFP will result in one contract covering the Bucket Truck needs of the State for the period of time designated in this RFP and/or established as the result of final negotiations with one or more successful Bidders. Additional orders placed after this contract will pay no greater amount than contract specified pricing.

One or more contracts will be issued, incorporating all agreed contract pricing, terms and conditions.

F. RFP PROCESS, TIMING AND CHECKLIST OF KEY DATES

Proposals will be opened on **February 25th, 2004 at 10:30AM EST.**

Any additional information pertaining to this RFP or changes in the timeline may be posted on an as-needed basis. It is the responsibility of the Bidder to regularly review the RIVIP website, www.purchasing.ri.gov, to check for any additional postings.

It is strongly suggested that the vendor mark this RFP on the RIVIP Vendor Watchlist for ease of monitoring critical information and amendments. Assistance in using this RIVIP feature can be obtained by reviewing the online tutorials available under the Vendor Center Section or by contacting the RIVIP Help Desk at (401) 222-2141 x134.

G. SUBMITTING QUESTIONS

To assure that Bidders can submit the best offers, a question and answer period has been scheduled to provide Bidders with the opportunity to obtain clarification or additional necessary information about the RFP content.

All questions about this RFP must be submitted in writing, as an MS Word attachment via e-mail to questions@purchasing.state.ri.us.

Questions should reference, where applicable, the specific section of the RFP by its numerical reference and its associated page number.

All questions will be answered in writing publicly as an addendum to the RFP. Both the questions and the answers will be included in the addendum.

H. TERMS AND CONDITIONS GOVERNING RESPONSES TO THIS RFP

H.1 Completeness and Adherence to RFP Instructions: Potential Bidders are advised to review all sections of this RFP carefully and to follow instructions completely, as failure to offer a complete submission as described elsewhere herein may result in rejection of the proposal and disqualification of the Bidder from further participation.

H.2 Deadline, Format and Location of Proposal Submission: Proposals misdirected to other State locations or which are otherwise not present in the Division of Purchases at the time of opening for any cause will be determined to be late and will not be considered. Proposals FAXED to the Division of Purchases WILL NOT BE CONSIDERED.

H.3 Incurred Expenses: The State of Rhode Island is not responsible for expenses incurred by the Bidder to develop and submit a Proposal. Any costs incurred from site visits for discussions or negotiations are also entirely the responsibility of the Bidder, unless otherwise specified herein.

H.4 Ownership and Syndication of Proposals: Bidders are advised that all materials submitted in response to this RFP will be considered public records, as defined in Title 38 Chapter 2 of the Rhode Island General Laws, without exception, and will be released for public inspection immediately upon request, once an award has been made.

H.5 Duration and Availability of Pricing: Proposals are considered to be irrevocable for a period of not less than one hundred and twenty (120) days following the opening date, and may not be withdrawn, except with the express written permission of the State Purchasing Agent. All pricing submitted will be considered to be firm and fixed unless otherwise indicated herein.

H.6 Supersede Agreement: If Rhode Island accepts a Bidder's proposal and enters into a contract, the selected Bidder will hereby agree to offer Rhode Island the option to terminate, with thirty (30) days notice and without penalty, all or a portion of any existing agreements between the Bidder and Rhode Island. The option to terminate with thirty (30) days notice shall be at the sole discretion of Rhode Island.

H.7 Joint Ventures: Joint ventures will be considered, with the understanding that only one contractor will assume responsibility for all aspects of the work. The joint venture should be clearly indicated in the Bidder's proposal, and complete details of the activities, procedures, financial responsibilities, and other related items should be clearly disclosed within the proposal.

H.8 Statement of Non-Commitment: This RFP is not a commitment to contract with any party.

H.9 Statement of Non-Exclusivity: Pursuant to the State's right to issue multiple awards, no contract arising from this RFP shall have an exclusivity clause.

H.10 Termination Clause: Any contract arising from this RFP process may contain the stipulation that the contract may be terminated at the discretion of the State with sixty (60) days written notice.

H.11 Availability of Funds: This RFP process is expected to result in one or more multi-year contracts. Per Rhode Island State Law [37-2-33], contract obligations beyond the current fiscal year are subject to availability of funds. Continuation of the contract beyond the initial fiscal year will be at the discretion of the State.

H.12 Ability to Contract with Rhode Island: Any contract issued as a result of this RFP shall incorporate the provisions of this RFP, the RIVIP-generated Cover Sheet and the offer submitted by the Bidder (as negotiated). In addition, in accordance with Rhode Island General Law 37-2-13(e), the State's Purchasing Rules and Regulations, including the State's General Terms and Conditions, are "incorporated by operation of law in all state contracts" (available on RIVIP under General Information, Rules and Regulations.) Any special terms or conditions, which would prevent a Bidder from entering into a contract with the State must be identified as such and must be submitted with the proposal.

H.13 Governing Law of Any Contract Arising from this RFP: The laws of the State of Rhode Island shall govern all questions as to the execution, nature, obligation, instruction, validity and performance of this RFP and any contract arising from this process and the Rhode Island Superior Court shall have sole jurisdiction to interpret and enforce the terms of this contract and any dispute regarding the same.

H.14 Misrepresentation: In the event that a Bidder intentionally and falsely represents any information provided by that Bidder to the State, the State has the right to disqualify that Bidder's proposal. In the event it is determined that a Contractor intentionally and falsely represented any information provided to the State either during proposal, award, negotiation or contracting process, the State has the right to terminate the contract without prior notice and the Contractor shall be liable for all expenses incurred by the State for such termination or any action against the State, any of its Departments, officers, agents and/or employees by another individual resulting from the misrepresentation.

H.15 Indemnification: The successful Bidder agrees to indemnify and hold harmless and defend the State and its Departments, officers, agents and/or employees from and against, without limitation, any and all liabilities, claims, damages, penalties, forfeitures, suits, sanctions, settlements and judgments, including, without limitation, all reasonable investigative fees, costs of defense, cost of suit, and reasonable attorney's fees which the State, its Departments and/or their officers, agents and/or employees may hereinafter incur, become responsible for or pay out as a result of a settlement, judgment, order, award or otherwise arising out of death or personal injury to any person, destruction or damage to any property and/or any violation of governmental laws, regulations, orders or to the extent caused by the successful Bidder's negligence or the successful Bidder's failure to perform its obligations in accordance with the terms of the contract and/or the successful Bidder's approved proposal. The successful Bidder will provide to the State prompt written notice of such claims, information and reasonable assistance, and sole authority, at the successful Bidder's sole cost and expense to defend or settle any of the above types of claims made against the State, its Departments, their officers, agents and/or employees relating to the successful proposal or to the performance of the same.

H.16 Non-Assignment: The services to be performed by the contractor shall not be assigned, sublet or transferred except as expressly allowed by the contract, without prior written approval of the Chief Purchasing Officer or his/her designee, nor shall the contractor assign any monies due under any contract entered into with the State pursuant to these specifications, without prior written approval by the Chief Purchasing Officer or his/her designee.

H.17 Original/Alternate Response: Each vendor is limited to one (1) original response and one (1) alternate response. Each response, and each specification submitted, must be clearly marked "original" or "alternate". Each response must include the certification cover form, bid proposal form with original bid and detailed manufacturer's specifications, in duplicate, for all individual components of the requirement. Each specification must be marked "original" or "alternate" as applicable.

Any submission of offers not complying with the above may be rejected.

II. INSTRUCTIONS FOR RESPONDING TO THIS PROPOSAL

A. INTRODUCTION AND OVERVIEW

To be considered fully completed response to this RFP, all offers must include the following in the proposal:

- 1) **Procedural Forms**
- 2) **Technical Proposal**
- 3) **Cost Proposal**

The requirements of each of these are explained in greater detail in the following sections.

B. VENDOR ONLINE REGISTRATION

Prior to submitting a response to this RFP, Bidders must register online at the State Purchasing website at www.purchasing.ri.gov/quick.asp.

C. PROCEDURAL FORMS REQUIRED FOR PROPOSALS

The following forms are required as part of a response to this RFP:

C.1 RIVIP Generated Bidder Certification Form: A copy of this is downloadable from the Division of Purchases website (www.purchasing.ri.gov). Call 401-222-2142, ext. 134 if RIVIP technical assistance is needed. Offers received without the entire completed three-page RIVIP Generated Bidder Certification Form attached may result in disqualification.

C.2 W-9 Taxpayer ID Form: A copy of this form is downloadable from the Division of Purchases website www.purchasing.ri.gov. Bidder should call 401-222-2142, ext. 134 if RIVIP technical assistance is needed. Offers received without the entire completed W-9 form may result in disqualification.

C.3 Non-Collusion Statement: Bidders must certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements in connection with their proposal, and that they have not conferred regarding this with any public employee having official responsibility for this procurement. A copy of the Non-Collusion Statement can be found in Section V of this RFP and should be signed and submitted with the proposal. Offers received without the entire completed Non-Collusion Statement attached may result in disqualification.

D. TECHNICAL PROPOSAL

The purpose of the Technical Proposal, at a high level, is the following:

- 1) To provide a Bidder with a set of Rhode Island service level requirements for a Bucket Truck, and allow a Bidder to indicate which of these service levels the Bidder can meet, which it can exceed, which it would require proposing an alternative for, and what that alternative would be.

- 2) To provide a Bidder with a set of critical questions or requests for information necessary for Rhode Island to assess a Bidder's competitive capability to effectively serve the State. *These questions/requests are indicated in italics to differentiate them from Rhode Island service level requirements.*

The specific service levels and questions included in the technical proposal are included in **“SECTION III: TECHNICAL PROPOSAL REQUIREMENTS”** of this RFP.

Please provide responses to all of the questions within the Technical Proposal. Responses to each component of the Technical Proposal (A.1-A.11) should be answered. Responses should clearly reference the question being addressed by indicating the specific question number and question title being answered (example “A.1 Minimum Standards” or “A.4 Delivery”).

Submission of incomplete responses may result in your proposal being considered non-responsive. Please do not deviate from the structure established by this RFP. Additional information that the Bidder believes would be useful in the evaluation process must be submitted as separate, clearly labeled attachments.

E. COST PROPOSAL

The Cost Proposal provides the framework for a Bidder to submit a pricing proposal for those products and services included in this RFP. The cost proposal provides the following:

- 1) Additional terms and conditions of any contract resulting from this RFP that may impact price (in addition to those service level requirements articulated in the Technical Proposal)
- 2) An Exhibit Grid containing Bucket Truck specifications that have been established by Rhode Island based on its historic requirements against which a Bidder can propose pricing
- 3) Pricing Grids containing the proposed price for the Bucket Truck and for additional incentives, discounts, and rebates

Submission of incomplete responses may result in your proposal being considered non-responsive. Please do not deviate from the structure established by this RFP. Additional information that the Bidder believes would be useful in the evaluation process must be submitted as separate, clearly labeled attachments.

E. SUBMITTING COMPLETED PROPOSALS TO RHODE ISLAND

Participating Bidders should submit a completed proposal in the following format:

- Three (3) hard-copy print-outs (1 original marked “Original” and 2 copies) of the complete set of responses to this proposal, including:
 - Procedural forms with an original signature in ink,
 - Response to the Technical Proposal,
 - Response to the Cost Proposal,
 - Bucket Truck Specification Documentation
- Provide proposals in sealed envelopes or cartons with the Bidder’s name, address, the RFP number, and date and time of opening on the outside of the envelope or carton.
- The original copy should have ‘Original’ designated on the sealed envelope or carton.

Proposals must be received on or before the deadline at by 3:00PM EST on February 25th, 2004:

By Courier:

RI Department of Administration
Division of Purchases, 2nd floor
One Capitol Hill
Providence, RI 02908-5855

By Mail:

R.I. Department of Administration
Division of Purchases
P.O. Box 6528
Providence, RI 02940-6528

NOTE:

- **Proposals received after the above-referenced due date and time will not be considered.**
- **Proposals misdirected to other State locations or which are otherwise not presented in the Division of Purchases by the scheduled due date and time will be determined to be late and will not be considered. The official time clock for this RFP is located in the reception area of the Division of Purchases, Second Floor, One Capitol Hill, Providence, Rhode Island.**
- **Proposals faxed to the Division of Purchases will not be considered.**

III. TECHNICAL PROPOSAL REQUIREMENTS

Below is a list of service level requirements for any contract related to purchasing Bucket Trucks, as well as questions that pertain to the State of Rhode Island's criteria for selecting a vendor. Please provide responses to all of the questions below. Responses to each component of the Technical Proposal (A.1-A.11) should be answered to indicate which service levels the Bidder can meet, which it can exceed, which service level would require an alternative proposal, and what that alternative would be. Responses should clearly reference the question being addressed by indicating the specific question number and question title being answered (example "A.1 Minimum Standards" or "A.4 Delivery").

A.1 Minimum Standards: The complete Bucket Truck shall conform to all applicable federal, state, and local laws in effect at time of delivery. The specifications attached (Exhibit 1 – Bucket Truck Specification) shall be considered and applied as minimum requirements. Certified, proven, or demonstrated performance may exceed these specifications. *Please indicate your company's ability to provide this level of service.*

A.2 Appropriateness For Intended Use: The bidder shall certify and warrant that all major components offered are compatible with each other, and are approved for the application for all intended uses. The bidder acknowledges that the State will rely upon the expertise, skill, and judgment of the bidder in offering and furnishing suitable equipment, which will perform satisfactory for all intended uses. *Please indicate your company's ability to provide this level of service.*

A.3 Model Year/Parts and Fluids Availability Requirements: The manufacturer shall supply the latest model, except as modified herein. The Bucket and Truck, including all necessary equipment and attachments shall be furnished and delivered new, complete, and ready for use. All parts not specifically mentioned, but which are necessary to make this a complete unit for all intended uses, shall be supplied and installed by the vendor, even though such work or material is not specifically outlined. All parts installation shall conform in strength, quality of material, and workmanship to the best practice known to the industry. *Please indicate your company's ability to provide this level of service.*

A.4 Delivery:

MAXIMUM: 180 DAYS FROM PURCHASE ORDER DATE OF ISSUANCE PROVISION OF
MANUALS

The Bucket Truck shall be delivered to the Rhode Island Department of Transportation, Maintenance Division, 360 Lincoln Avenue, Warwick, Rhode Island, no later than one hundred-eighty (180) days from the date the purchase order is issued. The successful vendor, by accepting the purchase order for the truck, declares that there is mutual agreement with the Division of Maintenance that the delivery date commitment is an essential condition of the award.

The following manuals must be delivered to the DOT Maintenance Division at the same time (or prior to) the delivery of the truck:

DESCRIPTION	Quantity
Complete shop service manuals for all components and accessories	2
Parts Manuals	2
Operator's Manuals	2

Please indicate your company's ability to provide this level of service.

A.5 RFP Documentation, Requirements, Exceptions, and Specifications: The RFP price shall be a firm and complete price for the trucks specified, deliver in full compliance with all terms described.

The bidder shall submit the detailed specifications, circulars, and other data necessary to describe all equipment and to demonstrate conformance with these specifications by the required date and time of the bid opening. The State of Rhode Island reserves the right request any additional information deemed necessary for proper evaluation of RFPs. If the proposed truck offered differs from the specifications, such differences shall be fully disclosed and explained in detail; bid will receive consideration only if deviations are deemed consistent with the intent of these specifications and are in the best interest of the State of Rhode Island.

Please indicate your company's ability to provide this level of service.

A.6 Inspection/Acceptance: Upon delivery and throughout training, the truck will be inspected and evaluated to determine if it meets all terms referenced the specifications provided in the RFP exhibit (Exhibit 1 Bucket Truck Specifications). Any exceptions shall give cause for non-acceptance. *Please indicate your company's ability to provide this level of service.*

A.7 Training: The successful bidder shall provide the services of qualified factory technicians for a period of one full sate working day to train state personnel in proper equipment operation, preventative maintenance, and review the proper usage of parts and service manuals along with VHS tape(s) for servicing and operation of the Bucket truck and its accessories. *Please indicate your company's ability to provide this level of service.*

A.8 Arrangements For Payment: Invoice for payment will be accepted from the successful bidder only when delivery of all items and terms referenced in these specifications are complete, including training, full inspection has occurred and written documentation of acceptance is received by the Maintenance Division Business Office from the Equipment Unit. Established procedures will then be initiated to arrange proper payment. *Please indicate your company's ability to provide this level of service.*

A.9 Customer Service: The Contractor(s) shall provide a single, local point of contact and a backup to handle questions and resolve problems that arise. At least one Customer Service Representative and one backup should be available during Contractor's operating hours. Representatives should be available by phone, fax, or email (local or toll free number preferred). *Please indicate your company's ability to provide this level of service, and any other services you provide as a standard.*

A.10 Minority and Women's Business Enterprises, and Disability Business Enterprises:

As a progressive, socially responsible government organization, Rhode Island has an established and on-going commitment to providing equal opportunity to minority, women and disability owned businesses (MWDOB) to contract as a Bidder for Rhode Island's purchased goods and services. Rhode Island's target goal is to source 10% of its purchased goods and services from MWDOB.

All MWDOB Bidders must be certified by the State Minority Office. For further information about Rhode Island's requirements to qualify as a MWDOB, please contact the MWDOB Officer at (401) 222-6253.

Please indicate if your company is a minority owned, women owned, or disability owned business.

A.11 Other Information: *Please use this form as an opportunity to provide any additional information that you would like Rhode Island to review in evaluating your company's proposal.*

IV. COST PROPOSAL REQUIREMENTS

A. TERMS AND CONDITIONS GOVERNING PRICING

In addition to the service level requirements indicated in Section III, the following terms and conditions should apply to all pricing provided, and will be the basis under which any pricing proposed is assumed to be valid when selecting a Bidder and generating a contract resulting from this RFP process:

A.1 Term of Pricing: Pricing for purchased Bucket Trucks and maintenance agreements will remain fixed and firm for the duration of the contract.

A.2 Pricing will Reflect the DELIVERED Price: All items will be priced inclusive of any delivery charges. Size of order and/or delivery location will have no impact on pricing.

The Bucket Trucks must be delivered within < **180** > working days after an order has been placed. If, on occasion, this cannot be achieved the Contractor must provide a temporary loaner to the Agency location.

A.3 Taxes: All pricing proposed will be exclusive of any taxes charged to Rhode Island. Sales to the State of Rhode Island are normally exempt from State sales tax. State sales and use tax certificates of exemption will be issued upon request. Deliveries against this contract will be free of Federal excise and transportation taxes. Contractor is subject to all Federal, State and Local taxes, as applicable.

A.4 Term of Contract: Rhode Island is looking to establish a contract with the initial term of **1 year**, and with potential additional extensions. Rhode Island is willing to entertain a longer contract duration, but all unit pricing should be based upon this contract duration.

A.5 Additional Charges: No service fees or additional costs not covered in this RFP will be invoiced to the State by the Contractor during the term of this agreement

B. INTRODUCTION TO PRICING GRIDS

This section provides detail on how a Bidder should respond to the Cost Proposal requirements of this RFP. Rhode Island has provided two pages (Pricing Grid 1 – Base Pricing and Pricing Grid 2 – Discounts/Rebates) for use in providing all required pricing in response to this RFP.

Bidder must provide the company name in the “Bidder Name” section for each pricing grid. Information is to be entered in blank shaded cells only. Do not attempt to fill or change information located in any non-shaded cells.

C. EXHIBIT 1 – BUCKET TRUCK SPECIFICATIONS

The State of Rhode Island has established specifications for a Bucket Truck in this RFP. Please use these specifications as the basis for your offer in the Pricing Grid 1 – Bucket Truck Pricing. Bidders must return specifications with bid proposal and indicate compliance or exception to each specification.

Please indicate by entering Yes or No whether you can comply with each specification line item. If you cannot, specify your proposed alternative.

D. PRICING GRID 1 – BUCKET TRUCK PRICING, REBATES/DISCOUNTS

The State of Rhode Island is requesting Bidders to submit pricing for the Bucket Truck, based on the specifications in Exhibit 1 – Bucket Truck Specifications.

E. PRICING GRID 2 - REBATES/DISCOUNTS

The State of Rhode Island is requesting Bidders to submit the following discounts and rebates in Pricing Grid 2. All discounts and rebates are cumulative.

- 1) **Volume Discount – Total Order:** Discount based on the total spend that is associated with one purchase order. For example, if Rhode Island orders \$200,000 of Bucket Trucks, regardless of the configurations and options, on one purchase order, an x% discount on the total order would be applied.
- 2) **Option Discount:** Discount based on the value of options ordered for a Bucket Truck. For example, if \$2,000 of options were bought for a particular vehicle, an x% discount will be applied to the total option purchase. If \$4,000 of options were bought for a particular vehicle, a y% discount will be applied to the total option purchase.
- 3) **Prompt Pay Rebate:** Payment terms for the State of Rhode Island will be net 30 days. If payment is accelerated, what additional rebates off the entire invoice will you provide? Specifically, what percent will you provide for net 20-day payments, and net 10-day payments?
- 4) **Time of Year Production Discount:** Discount based on manufacturer incentives to hit certain production cycles. For example, if the manufacturer offers x% incentive for order between January and February, the State of Rhode Island expects this incentive to be passed through to the Contract User and taken as an additional discount off the order.

TITLE: Bucket Trucks**OPENING DATE:** 10:30 AM EST, February 25th, 2004.NON-COLLUSION STATEMENT

This is to certify that the undersigned Bidder(s) has neither directly nor indirectly, entered into any agreement, participated in any collusion or otherwise taken any action in restraint of free competitive bidding in connection with this proposal submitted this date to the Division of Purchasing.

It is agreed by the undersigned Bidder(s) that the signed delivery of this proposal represents the Bidder(s)'s acceptance of the terms and conditions of this request for proposal including all specifications and special provisions. Signature of the authorized representative **MUST** be of an individual who legally may enter his/her organization into a formal contract with the State of Rhode Island, Department of Administration.

COMPANY NAME _____

IS THIS COMPANY: (Please circle) CORPORATION PARTNERSHIP INDIVIDUAL

NAME OF AUTHORIZED REPRESENTATIVE _____

SIGNATURE _____ TITLE _____

COMPANY ADDRESS _____

PHONE NUMBER _____ FAX NUMBER _____

EMAIL ADDRESS _____

FEDERAL E.I. NUMBER _____ RHODE ISLAND LICENSE NUMBER _____

Please circle one of the "Yes" or "No" responses below.

COMPANY CLASSIFICATIONS: CERT. NO.	Women	Yes	No	Minority	Yes	No	Disadvantage	Yes	No
	Business			Business			d Business		
	Enterprise			Enterprise			Enterprise		
	(WBE)			(MBE)			(DBE)		

[The above table is for information and statistical use only.]

PURCHASE ORDERS SHOULD BE SENT TO:

COMPANY NAME _____ CONTACT _____

ADDRESS _____

PHONE NUMBER _____ FAX NUMBER _____

EMAIL ADDRESS _____

THIS PAGE MUST BE SIGNED, NOTARIZED AND RETURNED FOR YOUR BID TO BE CONSIDERED

SWORN TO AND SUBSCRIBED BEFORE ME this _____ day of _____, 20 ____

Notary Public _____ My commission expires _____

City of _____ County of _____ State of _____

State of Rhode Island RFP # B03369
Bucket Truck RFP
Overview

Exhibits & Pricing Grids	Content	Response Required
Exhibit 1 - Bucket Truck Specifications	Specifications established by the State of Rhode Island for the Bucket Truck requested in this RFP. Please complete the blank shaded cells with a "yes" or "no" response, and provide justification where needed.	Yes
Pricing Grid 1 - Bucket Truck Pricing	Complete the blank shaded cells with your proposed pricing based on the quantity provided.	Yes
Pricing Grid 2 - Bucket Truck Rebates/Discounts	Complete the blank shaded cells with your proposed discounts/rebates.	Yes

State of Rhode Island RFP # B03369
Bucket Truck RFP Exhibit 1
Bucket Truck Specifications

Bidder Name:
Submitted By:

Below are the specifications established by the State of Rhode Island for the Bucket Truck requested in this RFP. Please use these specifications as the basis for your offer on the Bucket Truck Pricing page. Vendors must return specifications with bid proposal and indicate compliance or exception to each specification.

Please indicate in the Yes or No Column whether you can comply with each specification line-item. If you cannot, specify your proposed alternative in the last column.

BUCKET TRUCK		
INTENT: This specification describes a fleet standardized telescoping aerial device for installation onto a chassis as specified by the Rhode Island Department of Transportation. The minimum specifications are intended to be a guide for prospective bidders. The following is a description of the major components of the required aerial lift.		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
AERIAL REQUIREMENTS		
A. HEIGHT TO BOTTOM PLATFORM: 31 Feet		
B. Working height: 36 feet		
C. Horizontal reach: 21 feet 10" min.		
D. Stowed height: 9 feet 10"		
E. Rated platform capacity (end hung) 400 pounds		
F. Upper boom insulation gap: Fully retracted 38 inches		
G. Outer/Inner Boom Travel: From -25 degrees to +85 degrees		
H. Inner boom extension: 103 inches		
I. Platform (end hung): 24" x 30" x 42"		
PLATFORM - The fiberglass platform shall be 24" x 30" x 42" deep with an inside and outside step for ease of access. The platform capacity shall be a minimum of 400 pounds. The platform shall be equipped with a rubber tubular support.		

BUCKET TRUCK		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
BUCKET: A PTI "Fitall V" orange weighted bucket cover with lanyard must be supplied.		
HYDRAULIC PLATFORM LEVELING – Platform leveling must be controlled automatically by a master and a slave cylinder arrangement. The platform leveling system must be manually activated from the upper controls to adjust platform leveling, to tip the platform for cleanout, or to ease in the removal of an injured operator. Platform leveling must also be supplied at the turret.		
SAFETY HARNESS – A full body harness and fall arresting lanyard shall be provided. An anchor for the lanyard shall be attached to the upper platform support. The full body harness shall be Buckingham #63935QNESS with Buckingham lanyard 4-foot #7VV114.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
The major components of the outer/inner boom assembly shall include an outer boom, a telescoping inner boom, and extension system and hose assemblies.		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
OUTER BOOM : shall consist of an 8" x 10" steel section, and a 9" x 11" fiberglass Electroguard section, to provide insulation even when the inner boom is fully retracted. The telescoping boom shall be made of 6.88" x 8.88" inside dimension, rectangular fiberglass and housed in the outer boom.		
The inner boom must be capable of being easily removed for service and inspection. The extension system shall consist of a hydraulic cylinder, two integral holding valves, and dual #50 roller chains housed entirely within the boom assembly. The hoses are routed through the outer/inner boom and non-conductive and fully contained within the boom assembly.		
TELESCOPING OUTER/INNER BOOM ASSEMBLY: The telescoping outer/inner boom assembly articulates from 25 degrees below horizontal to 85 degrees above horizontal. Actuated by a double acting cylinder, equipped with two integral holding valves; the outer/inner boom assembly is offset to one side to provide easy access to the platform. A boom support cradle and a ratchet type boom tie down strap must be included.		
STRUCTURAL FIBERGLASS SPECIFICATION – The inner boom, outer boom Electroguard and lower boom insert must be produced on a computer-controlled filament-winding machine. The fiberglass strands are to be immersed in an epoxy bath prior to placement on the interior mandrel.		
After winding to provide horizontal and crossing glass strands, the sections must be squeezed in an exterior die to dimensional tolerance, which must be set by the aerial manufacturer.		
The sections are to be baked for adequate and complete curing. A basecoat of ultraviolet inhibiting gel coat is to be applied to the exterior and sanded smooth. A second application of gel coat and a topcoat of hard urethane are to be applied to the exterior prior to shipment. The interior of each section is to be coated with urethane sealer to provide a smooth and slick finish.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
TURRET – The turret wings must be designed for strength and rigidity. The bearing cover is to be continuously welded to seal out moisture and prevent foreign materials from obstructing the turret's rotation. The turret plate is to be machined to provide a flat surface to support the rotation bearing.		
CONTINUATION ROTATION – Rotation must be continuous and unrestricted in either direction. This must be accomplished by a hydraulically driven worm and spur gear with a shear ball, rotation bearing. The critical bolts holding the lift to the rotation bearing and the rotation bearing to the pedestal must be SAE Grade 8.		
These bolts must be equipped with a torque seal indicator mark to provide a quick means of detecting loosening upon inspection. An eccentric ring backlash adjustment is to be provided.		
PEDESTAL – The pedestal is to be tubular and equipped with a reinforced mounting plate. The hydraulic reservoir shall be built into the pedestal. The top plate of the pedestal is 1.25" thick and machined flat to support the rotation bearing.		
LUBRICATION – Non-lube bearings are to be used at all points of motion. The rotation bearing and the extension chain are the only components that require lubricating maintenance.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
PAINTING – The complete unit must be primed and painted prior to any assembly. The standard color for the pedestal, lower boom assemblies shall be standard white enamel.		
CYLINDERS – Both the upper and lower cylinders are threaded end-cap design. The upper cylinders are equipped with the two integral holding valves to prevent the down creep of the booms and to lock the booms in position in the event of a hose failure. The lower cylinder is to be equipped with one integral holding valve.		
<p>CONTROL VALVES – Full pressure control levers at the turret operating the following: rotation, the outer/inner boom assembly's raise, lower, and extension functions.</p> <p>An emergency stop and tool selector are also located at the upper controls. The platform leveling must be capable of being manually activated from the upper and lower controls to adjust the platform leveling, tip the platform for clean out, or tilt the platform to ease the removal of an injured operator. The lower controls are to be equipped with a manual selector to override the upper controls.</p>		
HOSES AND FITTINGS – any hoses that are to be routed through the booms are to be high pressure, non-conductive and equipped with swaged hose and fittings. Precautions must be taken to prevent rubbing or chaffing. Retainers must be used to separate the hosing utilized inside the booms to prevent chaffing. Nylon sleeves must be installed over hoses at any point of movement. Reusable fittings must be capable of being installed if a hose has become damaged.		
ENGINE START/STOP – The lift shall have a start/stop circuit, which has been designed so that the lift cannot be operated unless the truck ignition is in the "run" position and the master control is turned "on". This must be capable of preventing unauthorized individuals from operating the lift when the truck is locked. An air cylinder on the upper controls and a toggle switch at the pedestal area to be used to energize this system.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
ELECTRICAL INSULATION SPECIFICATIONS –The outer/inner boom assembly shall be tested and certified for electrical work at 46 KV and below in accordance with ANSI A-922-1999 requirements. The outer/inner boom assembly must also be fully insulated even in a retracted position. The lower insert must be tested per ANSI A-922-1990.		
MANUALS – Two operator and two service manuals must be provided.		
STABILITY AND TORSION BAR SYSTEM –Front and rear under frame torsion bars shall be provided to add stability to the vehicle. Stable Ride torsion ride torsion bars shall include rubber bushings at all points of movement and shall not require lubrication.		
Adequate ballast/counter weighting shall be installed along the entire length of the chassis frame and be mounted with a shear plate design. The counterweight must be supplied to insure and meet any and all stability requirements set forth in the applicable ANSI Standards. It is intended for full stability with operation from/at all locations around the truck.		
EMERGENCY POWER – An emergency system consisting of a hydraulic pump driven by a 12 VDC motor, powered by the truck's engine battery shall be provided. The system shall be connected in parallel with the main pump and shall be designed for non-continuous operation.		
An air cylinder at the upper controls and a toggle switch at the pedestal must be used to energize this system. The emergency system shall be connected utilizing a pass and collector assembly.		
OPEN CENTER HYDRAULIC PUMP – Provide an open center hydraulic system with a Vickers V-10 series fixed displacement vane pump. This is to insure safe, consistent and proper operation of the hydraulic tools. Pump must be direct mounted to the PTO system.		
HYDRAULIC PLATFORM ROTATOR –A hydraulic platform rotator operated by a control lever which shall rotate the platform 180 degrees from one side of the outer/inner boom assembly, across the end hung position, and to the other side of the outer/inner boom assembly.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
SINGLE STICK PLATFORM CONTROL – A single stick control matching the existing RIDOT aerals shall be provided. The single stick lever control must be equipped with a built-in safety trigger, which must be activated before any lift function can be operated. It shall be designed as an extension of the operator's arm and band.		
The single stick lever must offer finely controlled boom movements that correspond to the direction the handle is moved. The safety trigger must select lift functions when depressed into the single lever or tool functions when released to its normal position. An emergency stop valve must also be provided.		
HOOR METER – Supply an hour meter to operate when the lift is operating and the PTO is engaged.		
LIFT EYE ATTACHMENT – Supply a lifting eye attachment near the end of the lower boom assembly.		
PTO – Supply and install a Muncie Power Take Off with electric shift control. The PTO shall operate only when the emergency brake is activated and the transmission is in park.		
DOT EQUIPMENT – The following DOT mandated equipment shall be supplied: -10 BC fire extinguishers -Reflectorized Triangle Kit -Medical/first aid kit -Two (2) composite wheel chocks with aluminum diamond plate holder -Supply approved mud flaps at all four (4) wheels		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
TRAINING – Comprehensive training must be provided at RIDOT by a factory-authorized manufacturer's representative. The training must be delivered to all personnel who will be involved in the operation of the aerial, chassis and peripheral equipment. The minimum training requirement shall consist of the following:		
1. Training classes for all personnel before the equipment goes on-line (2-day minimum)		
<p>These classes must include the following:</p> <ul style="list-style-type: none"> a. Video presentation of "Operator Training Safety" b. Video presentation of "Hydraulic Injury Safety" c. Fiberglass construction and maintenance criteria d. Vehicle orientation e. Aerial operation and skills training for ALL section operators 		
TWELVE-VOLT OPERATIONS NETWORK – The aerial, chassis/body conversion and any supplemental controls shall be wired and controlled from a centralized harness and control panel. The panel shall be placed and installed to the rear of the driver's seat. The panel shall be of adequate size to allow for safe and cool operation of all wiring, circuit breakers, terminal strips, relays, solenoids and fusing.		
<p>All applicable wiring and components must be properly sized for all manufacturer's intended loads and functions. The panel shall be connected directly to the chassis battery system and be protected by a 150 amp main breaker with a connection to a continuous duty switch controlled "Master" solenoid.</p>		
<p>The "Master" solenoid shall energize the main panel, which shall in turn energize all supporting circuitry. The supporting circuitry will then be connected to applicably sized and switched relays, wired to a fused terminal strip capable of operating all necessary functions and lighting.</p>		
<p>Any wiring being installed by the aerial and body vendor shall be loomed and tie-wrapped for a neat overall appearance, and routed away from any points which may generate high volumes of heat. In addition, care should be given as to promote the aerial's serviceability during the installation process.</p>		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
TWELVE-VOLT OPERATIONS NETWORK CONTINUED: The following circuits must be provided: Master control Compartment light master Back-up alarm		
EMERGENCY LIGHTING – The following Whelen Engineering lighting equipment shall be supplied and installed:		
Two (2) Model S360C Amber Super Strobes shall be installed on top of the rear compartment Two (2) Model S360C Amber Super Strobes shall be installed with pipe risers on the front of the utility body		
One (1) Model 9M282000 Amber Strobe Light Bar shall be located on the cab roof Left and right alley lights Takedown lights – the lights shall have amber lenses in front and red lenses in back. The light bar is to be permanently bolted to the roof of this vehicle. Security imprinting to be arranged with DOT prior to light bar installation.		
One (1) Model PCC-6 Power Control Center to operate the aforementioned lighting One (1) Model TA837 Traffic Advisor shall be recess mounted in the rear tailshelf area. The mounting shall provide complete protection to the arrowguide assembly. The Control Console shall be provided and placed in the front dash area and mounted to the previously mentioned PCC-6.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
INTEGRAL AC ELECTRIC POWER SYSTEM – The truck must be equipped with a Vanner Model #TA60-100 Dynamic AC Power "Pure Sine Wave" Inverter System. The inverter is to be capable of "TruSine" performance and continuous operation at a rated output of 6000 watts at 120 VAC.		
The inverter is required to handle 80 amps. Surge for motor starting, and must be protected against short circuit or overload by fuses. The inverter and charging systems must be integrally wired to the alternator, shall produce constant 60 Hz, +/- 0.1 Hz at all engine speeds and shall have voltage control of +/- 5% at no-load to full load.		
The inverter is to be equipped with load demand-automatic start and stop. When the inverter is turned "on" it must activate and remain within a dormant state until a load is supplied; it shall then switch to full capacity. When the load is removed, the inverter must return to its dormant state. The inverter is to be activated from a control panel located in the cab. The control must also have an integral voltmeter.		
Additionally, the inverter is to be equipped with the following electronic protection and shutdown devices: Over-temperature Overload		
The existing alternator must be upgraded to provide sufficient and reliable operation of the dynamic AC power system. A new Leece Neville Model #LN4000 series 145 ampere alternator must be installed and be provided with an engineered bracket and pulley ratio which will insure adequate wattages and DC charging are available at the needed engine RPM.		
All required wiring must be of sufficient gauge to support the loads intended. In addition, all wiring must be properly placed and secured away from areas of wear, heat and physical damage. This wiring must be installed in accordance with all standard automotive wiring practices and include protective loom, properly sized connectors, tie wrapping and shrink-wrapping where needed.		

OUTER/INNER BOOM ASSEMBLY SPECIFICATIONS		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
The AC output for the inverter is a standard 120 VAC single phase. The 36" long 8/3 pigtail shall extend from the inverter and be routed directly to a distribution panel. The inverter is also equipped with a duplex 120 VAC GFCI outlet.		
Installation for the AC wiring must follow good electrical practices and standards. Since the full AC output of the inverter can be a minimum of 50 amps, a circuit breaker panel main is required for proper power distribution. The breaker panel will be Cutler Hammer and shall have adequately sized breaker per outlet as well as single breaker for both telescopic floodlights.		
Incorporated into the chassis an electronic throttle control must be added. The throttle shall activate with the inverter system. The aerial manufacturer and Inverter supplier are required to work together to insure proper throttle design is utilized for both the aerial as well as the AC power system.		
OUTLETS – the following 120 VAC, 20-ampere, duplex FGCI outlets with weatherproof-hinged covers shall be installed as follows: Two (2) under rear tailshelf One (1) on top of front bumper		
One (1) 120 VAC, 30 ampere twist lock outlet with weatherproof cover shall be installed under rear tailshelf, this outlet is to be capable of supplying a traffic cabinet in the event of critical intersection power outages.		
FLOODLIGHTING – Supply and install two (2) Kwik Raze Model #225 500/T3 watt floodlights. These lights shall be installed on the forward area of the utility body. The floodlights must be equipped integral switches and proper fusing.		
INSTALLATION REQUIREMENT – Because of the warranty and performance requirements, as well as the sophistication of the AC power system, the chassis charging components, the integral alternator and inverter must be installed by a qualified auto electric company.		

UTILITY EQUIPMENT BODY		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
FIBERGLASS BODY – Supply a Fibre Body, Model #FB60. The body is to be a 84" cab to axle and to be equipped with one (1) compartments forward of wheelwell, one (1) compartment over the wheelwell and one (1) aft of the wheelwell. The following standard items shall be included:		
Five-year warranty Fiberglass Klegcell construction Non-skid bin tops Stainless steel door latches Stainless steel hardware Double laminated doors		
Vinyl coated stainless steel door "holdback" cables Chrome plated hinges Long-lasting gel coat exterior Automotive grade bubble gasket Lighting to meet FMVSS 108		
Protective loom for wiring Separate wheel well sections Aluminum drip railings Aluminum diamond plate front stone guards Steel front bulkhead and rear plate		
Steel diamond plate floor Brite aluminum diamond plate compartment tops, full length Integral stop, turn, tail, and back-up lights Continuous fiberglow compartment lighting		
Shelving and compartment layout shall be as follows: Left and right front compartment Left and right wheelwell compartment Left and right rear compartment		
Supply two (2) sets of cone holders – one (1) on the front bumper area and one (1) on the rear tailshelf.		

UTILITY EQUIPMENT BODY		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
TAILSHELF – The rear of the utility body superstructure shall be extended to accommodate a platform for access to the rear of the body and bucket platform. The main structure shall be extended with adequate structural steel and welded into place.		
These weldments shall be placed as to form an integral network of steps and trailer hitch assembly. The hitch assembly shall be adequately reinforced for durability to support the operation of a cable trailer. Provisions for safety chain "D" rings, and a receiver for a combination ball/pintle hitch must also be include		
A multi-hitch must also be included, the complete structural framework shall be primed and painted in a contrasting color the entire tailshelf working surface shall be equipped with a "gripstrut" surface material for maximum safety and traction. Provisions shall be made for Arrowstick mounting.		
PAINTING – The entire vehicle must be colored in such a fashion as to match existing RIDOT equipment. The applicable paint colors are to be as follows: RIDOT standard Omaha Orange Dupont #31 or PPG #60361 Apply RIDOT supplied "seal" Apply a 6" white reflective "Z" stripe down the entire length of cab and body		
POWERTRAIN – Powerstroke 7.3L V-8 OHV direct injection 16 valve intercooled turbo diesel engine * 130 standard alternator * 750 amp battery with run down protection, dual batteries * engine block heater * 5-speed electronic automatic transmission with overdrive, lock-up * rear wheel drive * limited slip differential, power take-off provision * 4.88 axle ratio * stainless steel exhaust * left mounted muffler * left mounted tailpipe.		

UTILITY EQUIPMENT BODY		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
STEERING AND SUSPENSION		
Hydraulic power-assist recirculating ball steering * 4-wheel disc brakes with front & rear vented discs * firm ride suspension * Mono-beam non-independent front suspension * front anti-roll bar * HD front leaf springs * HD front shocks * Rigid rear axle * Rear leaf suspension * Rear anti-roll bar * HD rear leaf springs * HD rear shocks * Front and rear 19.5" x 6.00" argent steel wheels * LT225/70SR19.5 BSW AS front and rear tires * Underbody w/crankdown mounted full-size steel spare wheel		
SAFETY – Four-wheel anti-lock braking system * Dual airbags, passenger front-impact side cancelable airbag * Front height adjustable seatbelts		
COMFORT AND CONVENIENCE – Air conditioning * AM/FM stereo, clock, four speakers, fixed antenna, power door locks * two 12V DC power accessory outlets, retained accessory power, ashtray, front lighter element(s) * Analog instrumentation display includes tachometer, oil pressure gauge, water gauge, transmission fluid temp gauge, trip odometer * Warning indicators include oil pressure, water temp warning, battery, key in ignition, low fuel, door ajar *		
Steering wheel with tilt adjustment * Power front windows with light tint * Variable intermittent front windshield wipers * Day/night rear view mirror * Interior lights include front reading lights * Partial floor console with covered storage, glove box with light, front cup holder, instrument panel bin, dashboard storage.		
EXTERIOR FEATURES – Side impact bars, front license plate bracket, fully galvanized steel body material, side steps * two doors * Trailer harness * Driver and passenger power remote black folding outside mirrors * Front bumper with front tow hooks * Aero-composite halogen headlamps * Additional exterior lights include cab clearance lights, underhood light * Clearcoat monotone paint		

UTILITY EQUIPMENT BODY		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
WARRANTY Bumper to bumper -----36 month/36,000 miles Corrosion perforation-----60 month/unlimited mileage Engine-----60 month/100,000 miles Major components-----36 month/36,000 miles Roadside assistance-----36 month/36,000 miles		

UTILITY EQUIPMENT BODY		
Specifications	(Yes or No)	If No, Specify Proposed Alternative
CHASSIS SPECIFICATIONS: Four-wheel ABS brakes, driver and passenger air bags includes deactivation switch (passenger side), tow hooks, air conditioning, trailer tow mirrors w/power glass manually telescoping with two-way fold, power equipment group, tilt steering wheel, LT225/70Rx19.5F		
BSW AS wheels: steel (6), vinyl 60/40 splint bench seat, radio: prem. ETR AM/FM weatherband, 4.88 axle ratio and GVWR: 17,500 lb. payload package #1. Limited slip w/4.88 axle ratio with a GVWR of 19,000 lb payload package		
WHEELS & TIRES Tires: LT225/70Rx19.5F GSW AS Wheels: Steel (6) Spare tire and wheel AS		
OTHER OPTIONS		
165" wheelbase/84" cab to axle Trailer towing package includes seven-wire harness, trailer brake wiring kit, HD-13C-amp alternator and trailer tow guide wired to DOT specifications Integrated molded black cab steps Transmission power take-off provision		
Radio: ETR AM/FM weatherband, includes four speakers		
Auxiliary Idle Control Kit (LPO) APC Module functions include battery charge protection, high idle control and LCD RPM/voltage readout. Kit includes auxiliary idle control module, mounting bracket/hardware, wiring harness and instruction booklet.		
INTERIOR COLORS Tan or gray		

State of Rhode Island RFP# B03369
Bucket Truck RFP Pricing Grid 1
Bucket Truck Pricing

Bidder Name

Submitted By

Complete the blank shaded cells below with your proposed pricing based on the quantity provided. Please us Exhibit 1 Bucket Truck Specifications for reference on the exact specifications. All vehicles must exactly comply with the specifications and terms and conditions specified in these specifications. Please provide pricing below for these specifications and attach the specifications to your RFP response.

Vehicle Type	Quantity	MSRP for Vehicle (\$)	Dealer Price per Vehicle (\$)	Offered Price per Vehicle (\$)	Total Offered Price(\$)
BUCKET TRUCK	1				

State of Rhode Island RFP # B03369
Bucket Truck RFP Pricing Grid 2
Bucket Truck Rebates/Discounts

Bidder Name

Submitted By

Please complete the blank shaded cells below with your proposed discounts/rebates. The discounts and rebates are meant to provide incentives for Rhode Island to funnel volume to your company and to encourage purchasing that capitalizes on production efficiencies. All discounts and rebates are cumulative.

1. Volume Discount - Total Order

Discount based on the total spend that is associated with one purchase order. For example, if Rhode Island orders \$200,000 of BucketTrucks, regardless of the configurations and options, on one purchase order, an x% discount on the total order would be applied.

Value of Purchase Order	% Percent Discount on Total Purchase Order
\$0-\$200,000	
Each additional increment of \$200,000 = What additional % rebate?	

2. Option Discount

Discount based on the value of options ordered for a BucketTruck. For example, if \$2,000 of options were bought for a particular vehicle, an x% discount will be applied to the total option purchase. If \$4,000 of options were bought for a particular vehicle, a y% discount will be applied to the total option purchase.

\$ Value of Option Ordered	% Percent Discount on Total Option Purchase
\$0-\$2,000	
Each additional increment of \$2,000 = What additional % discount?	

3. Prompt Pay Rebate

Payment terms for Rhode Island are typically **30 days**. If payment is accelerated, what additional rebates off the total purchase order will you provide?

Payment Terms	Additional Rebate Off Total Purchase Order (%)
Invoices Paid by 30 days	
Invoices Paid by 20 days	
Invoices Paid by 10 days	

4. Time of Year Production Discount

Discount based on manufacturer incentives to hit certain production cycles. For example, if the manufacturer offers x% incentive for orders between January and February, Rhode Island expects this incentive to be passed through to the Contractor and taken as an additional discount off the order.

Time of Year	Percent Discount on Total Purchase Order
January	
February	
March	
April	
May	
June	
July	
August	
September	
October	
November	
December	